# **DSJ1&2-PR Exh 575**

#### Message

From: Vicki Mangus [vicki.mangus@andanet.com]

**Sent**: 11/28/2012 4:17:36 PM

To: Foreman, Jeffrey [jeffrey.foreman@walgreens.com]; Price, Jeffrey [jeffrey.price@walgreens.com]; Rurka, David

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CC: William F Versosky [Bill.Versosky@Andanet.com]; Robert Brown [robert.brown@andanet.com]

**Subject**: Walgreens State Controls Summaries

Attachments: #WALGREENS ANALYSIS-STATES.xlsx; Walgreens Map Control Percent Flagged.pptx

### Team Walgreens:

As promised, I've attached a summary dashboard report showing controls by state .... The criteria utilized for this report is as follows:



## WALGREENS STATE ANALYSIS (attachment #1)\*\*:

- 59% of all FL stores will require a completed questionnaire (approx. 500 stores)
- 38% of all GA stores will require a completed questionnaire (approx. 80 stores)
- Although we thought FL/GA stores might be more "questionable" than other states, the data has actually shows that this is not the case .... On a national level, 21% of Rx's and 24% of pill count are Controlled Substances vs. Non-Controls .... FL/GA stores are not necessarily "abnormal" .... There are other states that have somewhat comparable questionable store percentages ....
- \*\* <u>NOTE</u>: we will also provide a report which will allow you to drill down to the store level based on the flags outlined on the attached summary ... hope to have that report to you tomorrow

#### MAP SLIDES (attachment #2):

•	<i>Slide #1</i> :	
•	<i>Slide #2</i> :	
•	<i>Slide #3</i> :	

So, what's the next step guys? What we'd like to discuss is a realistic timeline on when you think we could receive completed questionnaires back from your FL/GA stores .... & then ultimately, when we would receive completed questionnaires from the other states .... In order for us to provide a "final" list of truly problematic stores, we need to have those completed questionnaires for Robert & his team to review ....

Please take some time to digest this data .... We can discuss further on our Friday 10am CST/11am EST Purchase Agreement Conf Call .... If you have any immediate questions however, feel free to reach out to me prior to Friday's call ....

Vicki J. Mangus
Director, National Accounts

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State	STORE_NO		SCRIPTS	PILLS
AK	5	4	20,244	892,320
AL	103	55	388,712	17,597,512
AR	61	33	235,216	10,218,460
AZ	253	226	998,125	61,362,790
CA	625	201	1,890,397	101,670,728
CO	161	148	454,529	21,380,004
CT	95	69	273,249	15,541,079
DC	4	2	6,644	256,172
DE	63	53	183,257	9,278,291
FL	855	504	2,486,634	123,579,528
GA	201	77	463,780	20,635,611
HI	13	6	31,964	1,795,778
IA	69	8	298,837	14,065,488
ID	39	15	110,858	5,001,175
IL	593	43	2,138,758	100,496,688
IN	208	110	597,110	31,240,111
KS	69	33	253,055	11,078,654
KY	96	41	325,725	15,377,583
LA	148	54	536,186	22,781,126
MA	166	130	481,610	22,903,073
MD	65	60	164,419	7,987,166
ME	14	14	24,229	1,225,805
MI				
	228	95	762,191	40,624,110
MN	152	51	519,043	28,004,252
MO	197	68	737,980	34,642,288
MS	69	15	245,725	10,707,499
MT	12	9	37,298	1,707,284
NC	195	126	591,233	27,329,171
NE	57	2	231,066	11,664,952
NH	30	29	74,720	3,510,558
NJ	180	118	500,098	23,800,511
NM	64	35	304,260	17,603,836
NV	84	79	327,249	16,764,236
NY	486	194	922,647	42,755,568
ОН	255	192	749,434	34,299,171
OK	99	46	424,998	19,460,858
OR	69	64	219,233	10,793,148
PA	124	101	281,137	13,220,904
PR	113	7	395,917	15,747,089
RI	27	15	75,657	4,063,732
SC	109	74	320,694	14,907,220
SD	14	4	47,258	2,346,997
TN	254	120	1,022,241	45,071,386

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TX	695	74	2,532,779	126,413,659
UT	44	38	176,522	8,084,338
VA	135	104	338,693	14,377,809
VT	3	2	5,188	239,353
WA	130	97	403,958	19,380,820
WI	226	106	944,772	49,550,164
WV	17	12	36,471	1,817,422
WY	10	5	32,112	1,485,681
Overall - Total	7,984	3,768	25,624,112	1,256,739,158

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